

Slide 1



The Future of Air Cargo The Airport Perspective

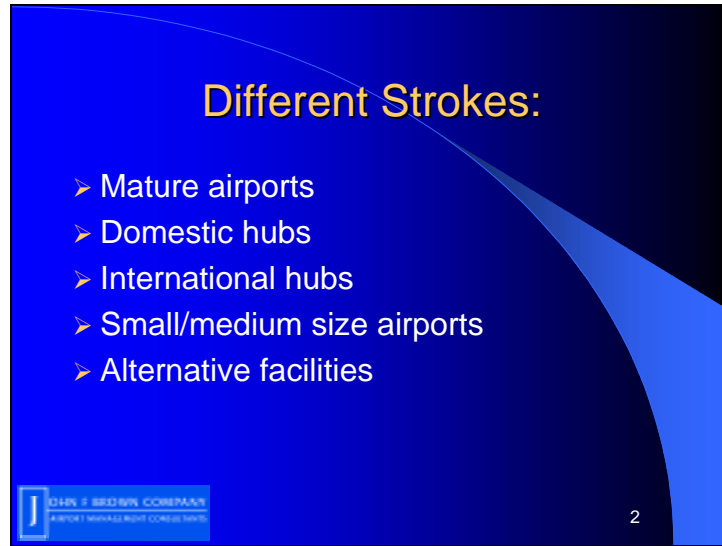
FAA 26th Annual
Commercial Aviation Forecast Conference

March 14, 2001
Washington, D.C.

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Different Strokes:

- Mature airports
- Domestic hubs
- International hubs
- Small/medium size airports
- Alternative facilities

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New Aviation Dynamics:

- Speed and time definite cargo delivery
- Globalization of business
- Emergence of new economies
- Growth of e-commerce
- Rightsizing of carrier fleets
- Emerging technologies

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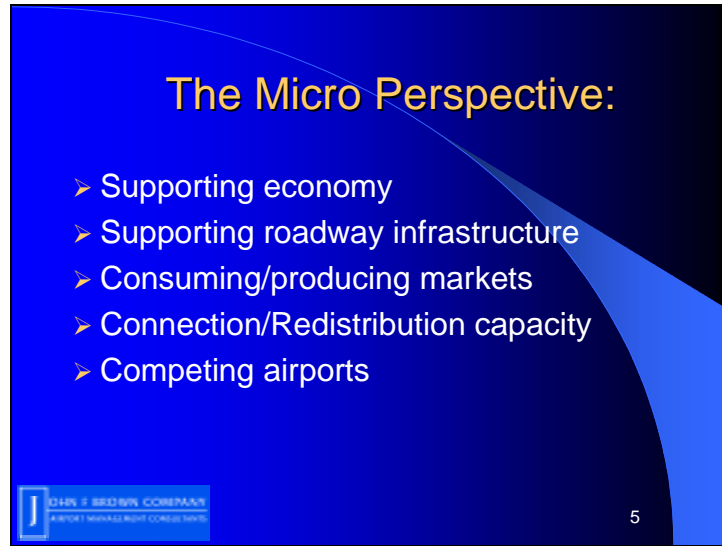
The Macro Perspective:

- Industry growth
- Related industry trends
- Regional air traffic growth
- Regional airport management
- Regional economic trends




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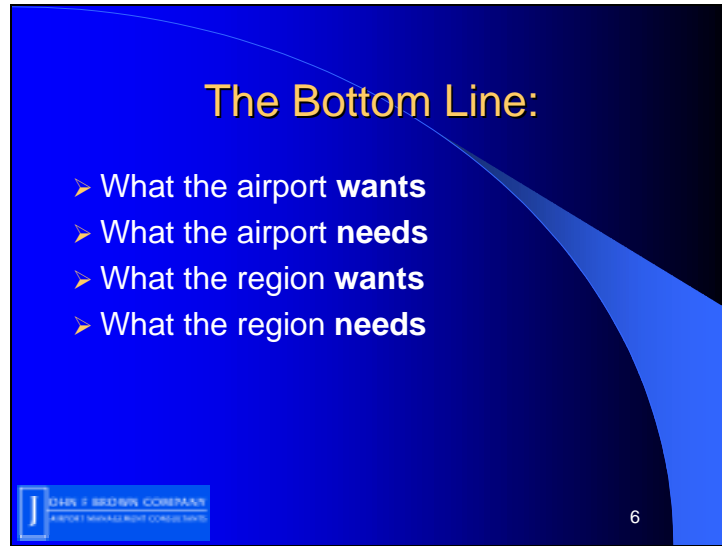
The Micro Perspective:

- Supporting economy
- Supporting roadway infrastructure
- Consuming/producing markets
- Connection/Redistribution capacity
- Competing airports




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The Bottom Line:

- What the airport **wants**
- What the airport **needs**
- What the region **wants**
- What the region **needs**

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The Airport Analysis:

- Growth trends
- Business Strategies
- Financial status
- Historical use of funds
- Projected use of funds

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The Airport Market:

- Existing tenants (capacity & plans)
- Supporting aeronautical infrastructure
- Prospective tenants
- New target markets
- Composite land use and needs

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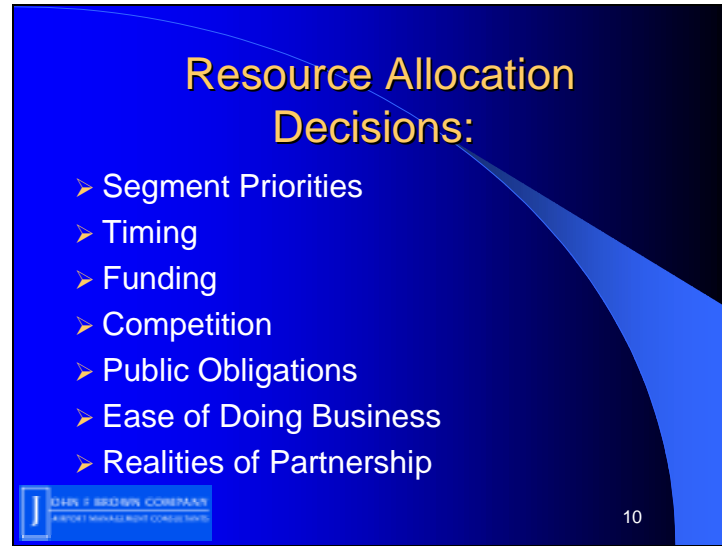
Airport Financials:

- Balance sheet
- Ground rental rates
- Building rental rates
- Percentage agreements
- Other relevant fees
- Off airport rates




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Resource Allocation Decisions:

- Segment Priorities
- Timing
- Funding
- Competition
- Public Obligations
- Ease of Doing Business
- Realities of Partnership

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Privatization/Partnership

- Partnership motivation– airport goals
- Size and scope of the effort
- Aviation and/or real estate proposition
- Risk factors



Partnership Alternatives:

- Airport management
- Facility management
- Airport operations
- Airport development
- Facility development
- All of the above

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The Future Will Be A Brand New Ballgame:

- The aviation market will continue to grow
- Airport infrastructure will be challenged
- Logistic centers will shift geographically
- Airport development will be more closely linked to regional economic incentives
- New airport players will emerge
- Creative third party ventures will be created